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## **CORPORATE PROFILE**

**Vigil Health Solutions Inc.** (“Vigil”, “the Company”) develops and markets a technology platform combining software and hardware to provide solutions that guide care of and monitor residents in senior living communities. This includes a unique non-invasive monitoring system for residents with dementia, who do not equate pushing a button with getting help. This platform is called the Vigil Integrated Care Management System™ (the "Vigil® System").

Vigil is focused on selling to the North American senior housing market. The market is made up of a variety of different care options including: independent living, assisted living, and skilled nursing facilities. Life Plan Communities usually include all three levels of care. Vigil sells technology to both new construction and existing facilities that are replacing or upgrading existing technology.

Vigil’s objective is to offer solutions for the full continuum of care. Vigil’s product range includes the innovative wireless Vitality Care System™ featuring discreet 'mini pendants', a nurse call system, mobile fall, incontinence monitoring, resident check in and the award-winning Vigil Memory Care System.

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## **BUSINESS MODEL**

Vigil collects project-based fees for materials, installation and training. In addition, Vigil collects recurring revenue in the form of annual software maintenance and cloud services as well as receiving revenue for one-off product sales, training and customer support.

Vigil’s sales cycle ranges between 6 months and 18 months depending on the construction schedule of the purchasing facility.

Vigil has focused on customer support, which is a valued, but often under serviced area of long-term care technology delivery. In a third-party survey Vigil’s client support scored 93% overall satisfaction. This commitment to customer service combined with a stable and robust technology has resulted in an increasing amount of repeat business.

### Key Customers

Vigil currently has completed over 600 projects in North America using or installing Vigil technology. Vigil has specifically targeted large corporate groups with multiple sites. Vigil is also focusing on certain states and metropolitan areas that are seeing the most growth thereby allocating Vigil’s resources in the most efficient manner.

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## **MARKET**

According to, “An Aging World: 2015,” by the U.S. Census Bureau the population age 80 and over has been growing faster than the population of people between ages 65 and 79 because of increasing life expectancy at older ages. Age and disability are two main predictors of long-term care need. Reflecting long-term fundamentals and demographics, a significant demand for need-based senior housing is expected to occur although; the bulk of growth will not take place for 10 to 15 years when baby boomers start to age.

The United States Census Bureau shows 43.1 million people were over 65 in the US in 2012. By 2020 they expect that number to increase to 56 million and to 79.7 million by 2040. The American Senior Housing Association projects US seniors housing demand to grow from just under 1.5 million units to 3 million by 2040. Currently 20% of the 12 million households headed by a person 75 or older live in senior housing. Inventory growth from new construction has been growing faster than occupancy rates in recent years but Bloomberg reports that supply has not yet met the fundamental demand. 70% of people over 65 are expected to need long term care at some point in their lives



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Utilizing data from the US Census/NIC Research, it is projected that the 80+ population in the United States will require 54,000 new senior housing units per year between 2020 and 2025. This annual rate is expected to increase to 95,000 new senior living units per year between 2025 and 2030.

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- MANAGEMENT**
- Troy Griffiths, President and Chief Executive Officer
  - Nicola Chalmers, Chief Financial Officer
  - Jacquie Brennan, Vice President, Operations
  - Steven Smith, Vice President, Research and Development

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- BOARD OF DIRECTORS**
- Greg Peet (Director & Chairman of the Board), Independent Corporate Director. Former General Manager, McKesson Medical Imaging
  - Ian Power (Director), Independent Consultant, held a number of senior positions including Chief Financial Officer at Norsat International Inc.
  - Lindsay Ryerson (Director), currently Vice President at Vecima Networks, previously President and CEO at Contigo Systems.
  - Troy Griffiths (Director & President and CEO)

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**STOCK INFORMATION**

TSX Venture Symbol: VGL  
Authorized: Unlimited  
Shares Outstanding: 18,075,506

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**CONTACT**

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For further information please visit [www.vigil.com](http://www.vigil.com). For further information relating to the financial results of the Company, please refer to the Company's financial statements and MD&A filed on SEDAR at [www.sedar.com](http://www.sedar.com).